

## THE FRIEND OF THE GROWER.

The Florida East Coast Railway Protects the Interests of Its Shippers—A Wrong Impression Corrected.

[Note—The editor of this paper was brought severely to task not long since by a prominent and influential populist of our county for speaking in praise of Mr. Henry M. Flagler for the great work of development he is doing for Florida in the extension of the East Coast Railway from the mainland to Key West. We are told that his railroad discriminates against the settlers tributary to it in favor of the fruit and vegetable growers of Cuba, and instead of being a benefactor, Mr. Flagler is in reality an enemy to every shipper along his road. In order to correct this impression, which is widespread, we reprint the following editorial letter that was recently addressed to the shippers in that section. When people who live in Florida, and who are interested in its upbuilding, own its transportation lines, the shippers will get relief and will not be burdened with excessive freight rates. If all railway officials manifested the same interest in the welfare of the shipper as do the officials of the East Coast Railway, complaints of extortionate charges would cease and the mutuality of interests would be recognized and understood between carrier and shipper.—Editor Ocala Banner.]

To Shippers of the Florida East Coast Railway: Much has been said, during the past several months, concerning the rates on pineapples from Cuba carried over Florida lines, and we desire to place before the patrons of this company the facts, which brought about the situation, and what has been accomplished for our common good.

In 1903, the attention of this company was directed to the rates that had been put on pineapples shipped from Cuban ports to the western markets, via steamship lines from Cuban ports, enabling the Cuban grower, after paying duty, to deliver his pineapples to the western markets at something like 25 cents per crate cheaper than the average charge paid by the Florida grower from points on the Florida East Coast Railroad. The rates via this company were as low as the fruit could be carried without involving loss.

This company immediately called a meeting of all lines interested including the steamship lines running direct from Havana, and at the conference which followed they offered to advance their rates, although not sufficiently to give the Florida grower adequate protection. This advance not being satisfactory to this company because it did not sufficiently protect the Florida producers, it inaugurated other measures looking to their protection.

In September, 1904, another conference was called, and it was then agreed by the transportation lines to advance the rates from Havana, including the duty, so as to give the Florida grower an equal chance with the Cuban grower.

The day before the new rates were to go into effect, this company was notified that the steamship lines to the ports would not adopt them, and the result was to place the Florida grower at the same disadvantages that existed the previous year.

As the company could not reduce its rates on pineapples from Florida points without meeting so great a loss that would create a deficit between its receipts and expenditures, only one course was left for the protection of the Florida grower, and that was to try and make the rates from Havana to about 50 per cent of the rates fixed by the steamship lines and compel them to carry the great mass of the Cuban pineapples at a dead loss, while we carried what we did also at a loss, but without affecting materially our revenues from Florida.

In addition this company adopted other measures looking to the ultimate protection of the Florida producer. During the winter of 1905-06 this rate was continued, and this company and its connections sunk a considerable sum of money entirely in the interests of the Florida producer. If this company could have reduced its rates from Florida points to the western markets without incurring a deficit between its receipts and expenditures, it would have cheerfully done so, as its entire aim has been to develop the fruit and vegetable industries in the Florida East Coast railway, and to carry the products of the Florida grower at as low a figure as it could possibly do without incurring loss.

It must be remembered that the freight from Florida, on the line of this road, consists entirely of fruits and vegetables, and that to pay the current expenses of the road and meet its fixed charges, the rates charged for freight must depend, up to a certain point, on the amount of business offered.

Furthermore, it must be remembered that there is no road in the United States which depends so much on climatic conditions to enable it to meet its expenditures as the Florida East Coast railway. If there is a freeze which destroys the pineapple, vegetable or orange crop, it means the loss of thousands of dollars to the road.

Again, the volume of freight coming into Florida over this line of road depends very largely on the size of the fruit and vegetable crops going out

of the state on its road as, if through freeze or other cause, the crop is a failure, the incoming freight is consequently enormously reduced in volume, while the passenger traffic is utterly incapable of defraying the expenses of the road.

It follows, therefore, that if nothing more than selfish interests were considered, the policy of this company would be to bring about the largest development in the production of fruits and vegetables and necessarily to haul the same for the growers at the lowest possible rate consistent with the necessary expenditures of the company.

Such being the case, the only course left to the company in the interests of the Florida producer, was to inaugurate a rate war, which it instituted in 1904-05, as well as the other measures adopted, and this was done solely for the sole protection of the Florida grower. We could have abandoned the carrying of pineapples from Cuban ports, via this line, to the positive pecuniary benefit of the company but to do so, would have been to let the producers on the line of our road remain subject to the discrimination established against them by the rates fixed by the lines from Havana.

As a consequence, the policy adopted by this company was directly in behalf of the Florida producer, and this policy was fully vindicated this year when the lines called for a conference, in September last, and adjusted the rates from Cuban ports to such figures as placed the Florida grower on equal terms with the Cuban grower, and, to many points, at a positive advantage. Thus this company, at an expenditure of a large sum of money and persistent work, has succeeded in accomplishing that which it started out to secure, namely: the protection of the Florida grower.

The real trouble is and has been that the duty imposed in Cuban pineapples is entirely inadequate to protect the Florida grower against the cheap labor which obtains in Cuba. Even at the same rate, the Florida grower is at a decided disadvantage since he has to pay much higher for labor and has to incur heavy expenses in the purchase of fertilizers, while Cuban labor is less than one-half what it is in Florida and commercial fertilizers are very little used on the Cuban lands growing pineapples.

Whenever there is a revision of the tariff we shall cordially co-operate with the Florida growers in securing such an increase of the duty as will fully and effectually protect our growers. Meantime, it is a source of pleasure to us to make it known that, notwithstanding the disadvantages we have labored under, we have, at length succeeded in placing the Florida grower on terms of equality with the Cuban grower.

While we were making this contest for our Florida shippers we remained silent and submitted to the unjust criticisms indulged in and to the prejudice evoked by men who were either ignorant of the real situation or whose sole object was to create prejudice against this company, for purposes of their own, and to make the growers believe that we were favoring Cuban growers and sacrificing Florida growers; whereas, as the result shows, this company was spending a large sum of money for no other purpose than to protect the growers on the line of this road.

Now that this has been accomplished, we place the facts before the Florida growers, and the public generally, so that the erroneous impression formed, either designedly or from ignorance, may be removed, and the Florida growers may realize that this company adopted the only measure possible for their protection, and that in adopting it we had solely in view their welfare and prosperity.

We submit these facts for your information with the promise that we shall not pursue any controversy on the subject, for while we are always ready and willing to advise with our patrons individually, and to discuss any and all subjects of their interest with them, we make it a rule to make no reply to criticisms generally.

Yours truly,

J. P. BECKWITH,  
Traffic Manager.

## Another Story About George and the Little Hatchet.

An ancient tree was recently discovered in Virginia, and importance is attached to the find. In addition to gallons of sweet honey waiting for the hot cakes, was discovered a hatchet containing the letters, "G. W." It is claimed that George Washington surveyed this land once upon a time, and of course the hatchet found the other day once upon a time must have belonged to George. It is probable that this is the same hatchet George used upon the cherry tree—hiding the hatchet in the tree from his father after he did the cherry tree act. This would show that George was up to snuff, and was not the good boy historians would have us believe when he confessed, "I did it with my little hatchet."—Apalachicola Times.

## PEBBLE PHOSPHATE.

## Review of the Existing Conditions and Future Outlook in the Florida Land Pebble Industry.

In viewing the conditions of the Florida land pebble market, we find, that during the last quarter of 1905, there has been a marked advance in the prices obtained for the product, and with the close of the year the demand is constant and steady, sales being readily made at figures decidedly better than have been obtained during the past eighteen months.

The outlook for 1906, from the miners' standpoint is certainly very encouraging, the demand of rock being active, with every indication that this condition will continue with a consequent increase in prices.

The opening of the year will find the most of the producers with practically no stock on hand, and in cases where there is an apparent accumulation in storage this is only due to the fact that during the past few months the railroad has been very slow in moving rock to interior points on account of inadequate car supply, and shippers have been unable to supply their customers with the regular monthly allowance set aside for the business.

A careful review of the conditions existing, both in the field of consumption and in the field of production, will reveal the following facts, on which it is safe to base an opinion as to the future outlook.

The demand of this class of phosphate is undoubtedly increasing; sales are now constantly being made to consumers who have heretofore used only Tennessee rock, and have always looked to that field for their supply of crude material. Tennessee domestic rock is now largely being consumed by factories located near the base of supply, consequently reducing the shipments to more distant points, and making it necessary for consumers in certain portions of the cotton states, who have always relied on this as their base of supply, to turn to Florida pebble to supply their wants.

Where the use of Florida pebble is once established, it is safe to say that it will always hold its own, its superiority for the manufacture of superphosphates is unquestionable, and the manufacturer who has once used it will continue to do so as long as it can be obtained at a fairly reasonable figure.

There is no reason to predict any decrease in the consumption of the phosphates in the territory which has for the past few years been supplied entirely with the Florida product. In fact the indications, if anything, point to an increase, due to the more prosperous condition of the farmers and more modern methods of conducting farming operations.

The export business will undoubtedly continue on a par with what has heretofore existed. As the quality of the rock for the export trade is limited. The producers of this grade of material have found no difficulty in placing their entire outputs at profitable prices.

In the field of production there is no indication of an immediate increase over the output of last year. In fact, some of the largest producers will unquestionably fall short of their estimated tonnage. In certain instances the deposits recently opened have not come up to the expectations, and it will take considerable time to open up new pits and bring the output up to the basis on which sales were made for the coming year. Mines which were doing exceptionally well during the past year will be working on considerably reduced outputs in 1906; both on account of heavy overburden and physical conditions which will tend to make mining difficult and slow.

At present there is no construction or development work in progress which will in any way materially increase the output during 1906; there are rumors of new plants shortly going up, and even should these rumors prove true these plants could hardly be placed on a producing basis before the close of 1906.

With these facts in hand it is safe to predict that the present prevailing prices will undoubtedly hold their own and with the constant demand for producers who have not already placed their entire output for 1906 and early 1907 deliveries, will unquestionably obtain even better prices for their product.—H. E. Heminger in the American Fertilizer.

## Sweeter Than a Spring Flower.

The Ocala Banner looked very fine last Sunday with its special telegraph news, and there is a marked improvement in its appearance. The Banner promised improvement and it is certainly keeping its word.—Gainesville Sun.

Strayed—from my place at Martel, a large Jersey cow, no mark or brand; one horn brass tipped, other tip lost off. Any information leading to her recovery will be suitably rewarded. D. A. Clark, Martel, Fla. 1-16-06

## A Congressional Candidate.

As the time is drawing near for next year's campaign, we think it time to look into the matter of finding a good man for congress.

The present incumbent is not the man we want for we feel that, since his tilt with Minority Williams, which was a very childish caper, he lost his usefulness. Such a man is dangerous.

As for Jeff Stevens, he is merely a side issue and will not cut much of a figure in the fight.

Who, then shall we have? would be the natural question.

In looking around for a candidate our minds run to a young man who has, all his life, devoted his time and energy to the democrat party of the state a stancher and more useful democrat is not to be found. He has served his state and his people for a number of years in a very important and responsible position. In filling his position he has saved his state thousands of dollars and made himself a similar number of friends. As an officer he is second to none; as a citizen and friend he has few equals.

If nominated and elected he will make us one of the best congressmen Florida has ever had.

We take pleasure in putting the name of Hon. J. Walter Kehoe, state's attorney for the first judicial circuit, before the people of this district as a candidate for congressional honors, hoping that the press of this district will assist us in getting Mr. Kehoe to make the race.—Calhoun Democrat.

## GOVERNOR'S MANSION.

## Architect Klutho Submits Plans for Inspection and Approval.

Tallahassee, Jan. 16.—The Governor, Mrs. Broward, Hon. A. C. Croom and Capt. B. N. Mathes spent some time this morning with Architect H. J. Klutho of Jacksonville studying plans for the Governor's mansion submitted by Mr. Klutho. In the plans made by Mr. Klutho the proposed building presents a very handsome appearance outwardly. The building represented is of Corinthian style of architecture. The front and sides are surrounded by a broad gallery, supported by massive Corinthian columns to the height of the building.

The building will be of wood or concrete, as the appropriations is not sufficient for a stone structure, and will cost approximately \$20,000. The plans include arrangements for a furnace for heating, numerous baths and all modern conveniences.—Times Union.

We are glad to note the above paragraph. By all means Florida should have an imposing and creditable mansion for her chief executive officer.

We are glad also to note that Mr. H. J. Klutho has been selected as the architect to prepare the plans for this building. Other things being equal, home talent should be given the preference in these matters.

Mr. Klutho has the reputation of being one of the finest architects in the south. The buildings he has designed speak for themselves.

Among others we note the beautiful, Baptist church building of Jacksonville, the Board of Trade building, which is of unique design, the Carnegie library, which is always referred to with favorable comments, the city hall, a very massive and imposing structure and the Dial-Upchurch building, which is the pride of Jacksonville.

## The Ocala Banner's Piety.

The only thing pious about the Jacksonville Metropolis is its daily Scripture quotations.—Ocala Banner. And the Banner does not give this much evidence of piety.—Metropolis.

Oh, yes, it does.

The Ocala Banner never prints a sensational article and turns its face like flint against scandal or anything approaching scandal.

It may be said of the Ocala Banner, as Father Sheehan in his book, "Under the Cedars and the Stars," says of the writings of Edgar Allan Poe, this delightful writer says:

"The most timid and reserved of young men might read the works of Poe right through a Boston literary circle, or at a family party after tea, or to a group of ladies on some balcony at a seaside hotel, might read through without a blush, or a stammer, or a single look in advance tentative of a rude word, or a dangerous line."

You can say this of a very few poets or a very few newspapers.

## Frank Clark Still Busy.

Congressman Frank Clark has introduced a bill to establish a national military park and branch soldiers' home at Olustee. It was referred to the committee on military affairs and ordered printed.

## Spoiled Her Beauty.

Harriet Howard, of 209 W. 34th St., New York, at one time had her beauty spoiled with skin trouble. She writes: "I had Salt Rheum or Eczema for years, but nothing would cure it, until I used Bucklen's Arnica Salve." A quick and sure healer for cuts, burns and sores. 25c at Tydings & Co., drug store.

## SPECIAL NOTICE.

## Read This Carefully.

In answer to numerous inquiries I desire to state to my friends and business acquaintances throughout the south, that I have no interest in, or connection with the Ludden & Bates Southern Music House, which was established by me and J. A. Bates about thirty-five years ago. I am now interested largely and solely in the LUDDEN & SMITH MUSIC COMPANY, and in the LUDDEN-CAMPBELL-SMITH Co., of Jacksonville, Fla., who continue the same policies and business dealings which built up for us the largest music business in the South.

WM. LUDDEN.

J. A. BATES.

We print the above letter in order to correct certain misleading impressions which are being made among our many friends and customers. We believe that most buyers wish to deal with the people whose policies and methods gave them the greatest reputation ever accorded any piano dealers in the south.

All who wish to deal with W. Ludden, J. A. Bates, A. B. Campbell, Jaspersen Smith, remember they are associated only in

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Hatchett's Old Rye	4.50	4.50	4.50	13.75
Hatchett's Old Whisky	3.25	3.25	3.25	9.75
Eureka N. C. Apple Brandy	4.75	4.75	4.75	14.25
N. C. Apple Brandy	3.25	3.25	3.25	9.75
Eureka Malt	4.00	4.00	4.00	12.00
Eureka N. C. Peach Brandy	4.75	4.75	4.75	14.25
N. C. Peach Brandy	3.25	3.25	3.25	9.75
Eureka N. C. Corn	3.50	3.50	3.50	10.50
Eureka N. C. Corn XXX	2.75	2.75	2.75	8.25
Eureka N. C. Corn XXXX	2.50	2.50	2.50	7.50
Old Crow Bourbon	4.50	4.50	4.50	13.50
Sunny Brook Rye	2.75	2.75	2.75	8.25
Sunny Brook Sour Mash	3.75	3.75	3.75	11.25
Echo Spring	4.50	4.50	4.50	13.50
Silk Velvet	5.00	5.00	5.00	15.00
Oak and	3.75	3.75	3.75	11.25

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